

Message Text

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ACTION NEA-16

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 AS-01 (ISO) W

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R 241131Z SEP 74

FM AMEMBASSY NEW DELHI

TO SECSTATE WASHDC 4079

UNCLAS NEW DELHI 12757

FOR NEA/INS

E.O. 11652: N/A

TAGS: BEXP

SUBJ: POWER EQUIPMENT LINK DEAL

1. WE WOULD APPRECIATE YOUR PASSING THE FOLLOWING MESSAGE BY TELEPHONE TO FRANK L. O'BRIEN, JR., THE O'BRIEN MACHINERY CO., WILMINGTON, DELAWARE (PHONE 302-656-7751:

2. (BEGIN TEXT) WE HAVE RECONTACTED GOVERNMENT OFFICIALS IN ORDER TO OBTAIN A MORE SPECIFIC COMMITMENT IN ACCORDANCE WITH YOUR LETTER OF SEPTEMBER 10. THE MINISTER OF STEEL AND MINES HAS PROMISED SPEEDY APPROVAL OF THE TRANSACTION IF SEVERAL TECHNICAL QUESTIONS, DEALING MAINLY WITH THE FEASIBILITY OF CONVERSION OF THE UNITS TO 50 CYCLES, CAN BE RESOLVED SATISFACTORILY.

3. IN A FOLLOW-UP MEETING WITH STEEL MINISTRY OFFICIALS WE WERE TOLD THAT THE MINISTRY NEEDS THREE 30 MW UNITS FOR THE LARGE PUBLIC SECTOR STEEL PLANT AT DURGAPUR IN WEST BENGAL AND AT LEAST SIX 10-15 MW UNITS TO PROVIDE POWER FOR COAL MINES IN EASTERN INDIA. THE OFFICIALS HAD THE FOLLOWING QUESTIONS COVERING THE EQUIPMENT YOU ARE OFFERING WHICH WE PROMISED TO RELAY TO YOU:

(A) HOW WILL O'BRIEN DEAL WITH THE VARIETY OF MODIFICATIONS REQUIRED IN A CONVERSION TO 50 CYCLES, E.G., TURBINE BLADE CONFIGURATION, AERODYNAMIC CHANGES,
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CRITICAL SPEED CAPACITY OF ROTORS, SHAFT HEATING

AND VENTILATION AND TURBINE GOVERNOR ALTERATIONS?

(B) WILL BE CONVERSION BE UNDERTAKEN BY O'BRIEN
INDEPENDENTLY OF THE EQUIPMENT?

(C) DO THE PRICES OF UNITS WITH BOILERS QUOTED BY
O'BRIEN INCLUDE ALL NECESSARY PIPING?

(D) INDIAN COAL IS LOW IN SULFUR, HAS AN ASH CONTENT

OF UP TO 30 PERCENT, AND RANGES FROM 10,000 - 13,000
BTU. ARE THESE BOILERS SUITABLE FOR THIS GRADE OF COAL?

(E) WHAT IS O'BRIEN'S ESTIMATE OF THE COST OF
CONVERSION PER KW?

(F) HOW LONG WOULD IT TAKE, ON THE AVERAGE, TO
PERFORM THE CONVERSION?

(G) HOW MANY LARGE UNITS HAS O'BRIEN CONVERTED TO
50 CYCLES? WHICH COUNTRIES/COMPANIES WERE INVOLVED?

(H) WHAT ARE THE SPECIFICS OF THE WARRANTY WHICH
O'BRIEN OFFERS ON USED EQUIPMENT?

(I) ARE SPARES GENERALLY AVAILABLE WITH THE USED
UNITS?

4. IF YOU BELIEVE THAT YOU CAN ANSWER THESE QUESTIONS
TO THE SATISFACTION OF THE GOVERNMENT ENGINEERS,
WE RECOMMEND THAT YOU MAKE THE TRIP TO NEW DELHI. FOR
THE INDIANS, THIS DEAL IS POLITICALLY AND ECONOMICALLY
ACCEPTABLE. IF IS JUST A MATTER OF GETTING THE
ENGINEERS ON BOTH SIDES TOGETHER.

5. WE HAVE PASSED A COPY OF THIS MESSAGE TO AMTRACO.
(END TEXT).

6. IN ADDITION TO RELAYING THIS INFORMATION BY TELEPHONE
TO O'BRIEN, PLEASE MAIL HIM A COPY OF THE TELEGRAM.
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SCHNEIDER

NOTE BY OCT: NOT PASSED ABOVE ADDRESSEE.

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